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Argentina

Exporter Guide

Argentine Exporter Guide

2004

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Report Highlights:
After the economic crisis of 2002, Argentine food and beverage imports for 2004 are expected to continue to recover. Best prospect are in food ingredients and products of well-known brands.

Includes PSD Changes: No
Includes Trade Matrix: No
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[AR]

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SECTION I. MARKET OVERVIEW

Business Climate

With the economy recovering and a stable exchange rate, imports of high-value food products in 2004 are expected to increase to about $500 million. After a decade of economic stability and growth, Argentina devalued its currency in January 2002. As a result, imports of foods and beverages dropped considerably from $1 billion to $350 million that year.

With increasing economic stability, the value of the peso will adjust to a higher value, making imported products more accessible. However, we anticipate in the next year or so a market addressed almost exclusively to the higher income population and limited to specific products, not a market as in the last decade that carried a wide selection of imported foods and beverages (F&B) at very competitive prices.

Best prospects are in products of well-known brands and commodity products which are not produced domestically (e.g. palm hearts, tuna fish, bananas, etc.). Also, we foresee increased opportunities in the food ingredient sector as most local companies, after the devaluation, have become very competitive in world markets and are focusing on expanding exports. Likewise, many lines of products, which had been discontinued in Argentina to be produced in neighboring countries, are returning.

Most imported F&B products are ultimately sold in large supermarkets. Retailers source their products from the few local importers/agents which continue operating, and through direct imports in some cases.

Argentina is experiencing economic growth and imported F&B are returning to the market. Argentines had available of a wide range of imported foods and beverages for a decade and got used to them. As soon as consumers have the possibility to purchase them, they will do so.

- Imported F&B sales had been declining since 1998 due to recession. In 2002, imports dropped and remaining stocks were liquidated.
- As a result of the devaluation in 2002, prices of all products increased markedly. Since then, F&B prices increased 66 percent, 20 percentage points higher than inflation. Prices in the past few months have remained quite stable. Inflation for 2004 is projected between 5-10 percent.
- Prices of imported and tradeable F&B products have seen the greatest increases after the devaluation (e.g. corn oil 230 percent, flour 104 percent, rice 147 percent, chicken 117 percent, cheese 130 percent, canned peaches 140 percent, canned tomatoes 161 percent and sugar 128 percent).
- Although unemployment is dropping, it is very high at 18 percent.
- Consumers shifted from value-added products to more basic foods. They are also buying more inexpensive second and third brands. However, in 2004, we should see premium brands surging
- In general, Argentina has a relatively open trading system with moderate tariffs (most F&B products fall between 15.5 and 21.5 percent), no quotas or restrictions, and reasonably transparent labeling and sanitary requirements. Most FDA-approved processed F&B products are importable.
- Sales of imported products are very low because there are very few products available. Supermarkets are in the process of rebuilding their lines of imported F&B products to attract customers with higher purchasing power.
- Although imported products will be more expensive than before the devaluation, prices of most local F&B goods have also increased significantly. Moreover, import duties of high-value foods have dropped considerably since last year (from an average of 35

percent to 19 percent).

- Shopping, which used to be carried out by Argentines in only one or two large stores, is now done in several stores as consumers search for the best price. Small grocery and warehouse stores (locally called *hard discount* stores) continue to increase somewhat their market share compared to supermarkets. Wholesalers are also increasing market share as a result of larger sales in small stores.
- Investment in the 90's was significant. However, in the past five years, as a consequence of the strong recession and the economic crisis, investment declined strongly. Investment is expected to return moderately in 2004.
- Although overall import regulations and standards are relatively easy to comply with, the Government of Argentina (GOA) occasionally imposes trade barriers. Argentina also applies unjustified sanitary import requirements on some U.S. agricultural products, such as Florida citrus, some California stone fruit, poultry and sweetbreads, though these issues are currently being addressed.

Retail Food Sales

- Total F&B sales in superstores and supermarkets in 2003 are estimated at $4.1 billion. With strong economic growth projected for 2004, total F&B sales in superstores and supermarkets are expected to total US$4.5 billion.
- F&B imports are expected to increase in 2004 as the country comes out of recession, and overall economic conditions improve.
- The U.S. share of imported consumer-ready food products averaged 7 percent in 1997-2000. In 2003, it decreased to 5 percent primarily as a result of recession. As the economy recovers, the supply of U.S. F&B products is expected to increase due to: 1) the increasing influence of U.S. culture, 2) a clear advantage on sanitary standards in comparison with European products, 3) improved competitiveness given appreciation of the Euro vis-à-vis the dollar.

Income Distribution

- Argentina's population in 2004 is estimated at 37 million, of which less than 10 percent lives in rural areas. One third of the country's total population lives in Buenos Aires city and suburbs, and accounts for approximately 50 percent of the country's consumption.
- Other large cities with more than 1 million people are Cordoba, Rosario and Mendoza. These three cities together account for approximately 15 percent of total F&B sales.
- The upper economic groups account for 5 percent of the country's total population, with a yearly household income of over US$12,000 and the middle groups account for 28 percent of the total with an average income of US$6,500 (the average income of the richest one third of the population is US$7,400). The poorer segment represents 2/3 of the population and has an average yearly income of about US$2,600.
- As result of the economic crisis in 2002, the number of Argentines in the upper income segment decreased. However, if the economy continues to recover, as it is expected, the number of wealthier consumers is expected to grow.
- The average Argentine family spends approximately 42 percent of its income on foods and beverages. However, the richest one third spends only 28 percent.
- The economic difficulties in 2002 forced profound changes in consumer behavior. Sales of high-value food products, such as frozen items, canned vegetables, prepared meals, cold cuts, etc. declined, while sales of flour, dry milk, butter, etc. increased. People are now more likely to cook, as the cost is significantly lower than eating out or buying from a delivery store. However, with the economic recovery, things are settling down.

- Premium brands and more expensive products are coming back.
- Sales in supermarkets vary enormously depending on the neighborhood. Premium brands continue to be strong in upscale areas, while sales of basic foods are larger in lower-income areas.

Outlook for U.S. Exports of Food & Beverage Products

Despite current economic difficulties which somewhat discourage imports, below are the strength and weaknesses of U.S. food and beverage products:

ADVANTAGES	CHALLENGES
Argentine consumers think of U.S. products as high quality and reliable.	Mercosur preferential tariffs encourage inter-regional trade. Brazilian competition is strong for many products.
Many Argentines have traveled and studied in the U.S., exposing them to American culture and products. Exposure is also expanding through cable TV and the Internet.	Relatively small initial purchases by importers, which discourage U.S. suppliers and increase unit costs.
Despite the current recession, most local retail chains want to carry a good variety of imported F&B on their shelves.	Large local supply of many F&B products.
Most imported food from the U.S. and the E.U. is gourmet.	Large foreign investment in the food industry during the last decade improved efficiency, quality, and competition.
Efficiency, value and variety of U.S. F&B products.	Higher distribution costs to reach interior of the country and smaller cities.
Hypermarket and superstore expansion in the interior permits good country coverage.	Local importers perceive lack of flexibility and response from most U.S. exporters.
Large foreign retail chains have more opportunities to deal with foreign suppliers.	Expand number of U.S. companies which consolidate mixed containers.
Good local cold chain. However, the market is no longer receptive to these type of products.	High value of the dollar (vis-à-vis the peso), which makes imported products more expensive and prompts food import substitution.
Better sanitary status compared to Europe.	Economic recession, weaker purchasing power and large unemployment limit sales.
Greater exposure of local retailers to U.S. exporters and products through FAS activities.	Advertisement and marketing of local brands is very effective
Improved U.S. labeling and packaging (better local acceptance).	
A growing local F&B industry opens new opportunities to imported food ingredients.	

SECTION II. EXPORTER BUSINESS TIPS

Local Business Customs: Keys to Success in Argentina

- Appoint a representative, agent or importer.
- Spanish language in printed materials preferred, despite most importers speak English.
- Display samples.
- Long-term outlook.
- Personalized approach.
- Contact top decision-makers.
- Consistent attention in service and delivery.
- Do not take no for an answer - frequent visits and follow-ups.
- Get a contract in writing.
- Credit terms. From the time the importer places an order to an exporter to the time he collects payment from retailers, a minimum of 3-4 months can go by.
- Flexibility in volumes.
- Protect and register your trademarks.

The Consumer

The deep economic crisis forced important temporary changes in consumers' behavior as a way of adapting to the current difficult situation. Consumers suffered a loss in purchasing power (prices of goods increased higher than salaries) and high unemployment. Higher-end consumers can afford buying imported F&B and represent a market of about 10 million people. The less affluent buyers seldom buy imported foods and currently represent two thirds of the population.

Upper and Mid-Upper End Consumers

- Based on an article published by *Mercado*, a leading business magazine, Argentine consumers are rational, practical, refined and demanding. Therefore, they want things quicker, easier, healthier, and cheaper.
- Traditionally, Argentines have been very conservative and highly influenced by Europe.
- Younger generations (30/35 years old or less) are more open and oriented towards U.S. culture
- The fast food sector grew rapidly in the 90s, remaining stable since 2000.
- There is a clear increasing concern about fats and cholesterol in the diet. As a result, diet, light, skimmed or fat-free food products continue to increase in popularity.
- The majority of Argentines still adhere to a diet dominated by beef, French fries, salad, and pasta.
- Hot and/or spicy foods are not widely popular.
- Eight out of ten retail decision makers are women, and three quarters are +36 years old
- Children play an important role in the family's food purchases.
- Dining out is mainly left for social events during weekends or for business purposes during weekdays.
- Food delivery is popular (most typically pizza and ice-cream, but also top restaurants provide delivery service).
- About 4 percent of the middle and upper class families has microwave ovens and 75 percent have freezers.

After a long period of absence, a number of ethnic restaurants (Mexican, Thai, Japanese, Hungarian, Persian, Indian, Jewish, Russian, among others) can be found in Buenos Aires city.

Lower and Middle-lower End Consumers

- Rational is the best description of the consumer's attitude
- Austerity - consumers shifted from diversification and sophistication to simple and basic
- Consumption of frozen and some refrigerated products declined significantly
- Price is the most important factor in search of sales
- They look for more inexpensive brands, but they still demand good quality
- They prefer smaller and inexpensive packages
- Expenditure per purchase is smaller but the frequency of shopping increased
- They do more cooking at home, and are going out fewer times.

Food Standards and Regulations

- The Argentine Food Code (Codigo Alimentario Argentino - CAA) regulates local food production and marketing. However, the CAA resolutions are being gradually replaced by Mercosur standards, which are based on the norms of: 1) the European Union; 2) the Codex; and 3) the FDA.
- There are three official entities in Argentina which regulate food and beverage imports, as follows:

  * *National Sanitary and Agrifood Quality Service* - ***SENASA*** - handles fresh, chilled or frozen products and by-products of animal, plant and seafood origin. It also handles canned products of over 60 percent animal origin and food preparations of over 80 percent animal origin.
  * *National Food Institute* - ***INAL*** - regulates processed food products which are prepared for direct human consumption, health supplements, and both alcoholic and non-alcoholic beverages, with the exception of wine.
  * *National Wine Institute* - ***INV*** - exerts control over wine products.

- Each entity requires specific documentation to register imported products. Very few U.S. F&B products have been unable to access this market. However, there are a few products, such as some stone and citrus fruits, sweetbreads, and poultry which still cannot be imported due to sanitary reasons.
- The local importer/agent has to go through the registration process.

For additional information on this section, please refer to our *Food and Agricultural Import Regulations and Standards report (FAIRS) (AGR# AR2042)*, which you can find in the agricultural country report section of the FAS Homepage: www@fas.usda.gov

General Import and Inspection Procedures

- Products imported through **SENASA** - An approved local importer requests from SENASA an import permit, which will then be submitted to Customs to have the product released.
- Products imported through **INAL** - Once the importer has obtained the "register number of food product" (RNPA), and the shipment is in the port, the importer needs to apply at INAL for a "Certificate of Free Circulation" which will be submitted at Customs to have the merchandise released for sale.
- Products imported through **INV** - Once the product arrives at the local warehouse, the importer must request an analysis and shipment control by the INV, which will then issue a "Certificate of Free Circulation". After that, the product is ready to be marketed.

When the shipment arrives at Customs, the products are inspected (labels, shelf-life, temperature, etc.) to confirm that the information in their files matches the actual shipment. If everything is correct, the load is released.

For additional information on this section, please refer to our Food and Agricultural Import Regulations and Standards report (FAIRS) (AGR# AR2042), which you can find in the agricultural country report section of the FAS Homepage: www@fas.usda.gov

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III. MARKET SECTOR STRUCTURE AND TRENDS

- Market opportunities for the three food market sectors in Argentina: retail, HRI (hotel, restaurant, and institutional), and food processing are expected to improve during 2004, as the country recovers from the economic crisis. The food ingredient and retail sectors show the best prospects for the marketing of U.S. products in the near future.

Retail food sector

- Roughly 70 percent of Argentina's total F&B sales, and over 70 percent of all imported F&B products are sold through hypermarkets, superstores, and supermarkets.
- During the last few years, large retail chains expanded to the interior of the country after Buenos Aires City and its suburbs became saturated. Currently, they continue to expand but shifting to the discount store format, which offers lower prices, a high percentage of private label and B-brands, and limited service.
- Several international retail companies operate in Argentina (Carrefour, Casino, Wal-Mart, Jumbo, Makro).
- Although large supermarkets and supercenters still concentrate a big portion of the retail F&B market, smaller supermarkets and hard discount stores are gradually gaining market share due to 1) proximity, and 2) lower prices rapidly getting closer to promotional prices offered by larger supermarkets. Lately, traditional stores have been regaining market share, lost during the past few years to large and more efficient retail stores. This is due to the fact that some less affluent consumers resort to the traditional store in their neighborhood for small purchases, since the owner usually provides credit.
- Although volumes of imported F&B decreased significantly during the past few months, there are still good opportunities for some U.S. consumer-ready food products due to their high quality and image.
- By 2004, the retail sector is expected to show the following trends: recovery of some imported line products, fewer brands, more private labels and B-brands, F&B import substitution with domestically-manufactured products, more products with good value which could negatively affect more expensive first brands. Ethnic, kosher, and organic foods are gradually gaining some more shelf space.

HRI sector

- The HRI sector is estimated to account for 12 percent (around US$2.2 billion) of Argentina's total F&B sales, and is expected to comprise approximately 5 percent of the total imports of F&B in 2003. Although the business shrank as a result of the economic crisis in early 2002, it began recovering gradually in 2003.

- Of the HRI's total imports, U.S. F&B account for about 5 percent.
- HRI operators prefer fresh products to those which are precooked, preserved, frozen or canned. In the past few years, they have been gradually incorporating consumer-ready food products because of their high quality and easier preparation but after the crisis, they went back to preparing most of their meals in-house.
- Most top hotels are importing food ingredients directly to keep the traditional quality standard in the food service they provide. They also import specialty foods which are not present in the local market and foreign tourists request. Foreign tourism in Argentina accounts for around 80-90 percent of the total customers of five-star hotels.
- The quality of raw materials used by restaurants declined in 2002, but is currently becoming a priority again, especially in highly rated restaurants whose customers are primarily foreign tourists and affluent Argentines.
- Almost all F&B goods are domestically produced. There are some exceptions of specific alcoholic beverages and table-top products, which generally are of very well-known brands.

Food processing sector

- In the past decade, many large local F&B companies were purchased by foreign multinationals or financial funds. This, plus the fact that there has been concentration internationally, resulted in strong local concentration.
- Due to the five-year long recession, most F&B companies have also had to produce less expensive alternatives, such as second and third brands and retailers' private brands.
- Production is primarily focused on the domestic market. However, after the devaluation in 2002, most companies have expanded exports.
- Due to the economic recession, demand of food ingredients dropped by approximately 30 percent, reflecting the decline in the local F&B market. During 2003, there were signs showing a revival of domestic consumption.
- Most food ingredients continue to be in the market. However, local processors try to substitute foreign products with more inexpensive products manufactured locally or in other Mercosur countries. In some cases, this is not possible as many ingredients are only produced outside the region.
- Demand for 2004 is projected to continue growing as a result of a moderate economic recovery and larger F&B exports. Several companies and some of their lines of products, which during the past few years had established in other countries, have come back due to the gain in competitiveness after devaluation.
- Despite the good reputation of U.S. food ingredients in Argentina, they face strong competition by European products, primarily from Italy, France, England, and Germany; from Mercosur countries, primarily Brazil and Chile; and from China, where several U.S. companies have established branches.

Market Entry

The best method to import a product will depend upon the product itself, the importer, and retailers. However, virtually all successful trade depends upon the commitment of the exporter to devote the time and resources necessary for building a market for their product(s). In general, imported F&B come into Argentina through any of the following ways:

-- Direct imports by supermarkets. Import or purchasing managers of large retail companies identify good products in international food shows, buying missions, etc. They establish a direct contact with the foreign supplier or local agent and import the products directly. Due to small initial volumes, it is common for them to use large wholesalers or consolidators in the U.S.

-- Local agents, who work closely with large retail chains. Imports are done on behalf of supermarkets and agents charge a commission. They stay on top of the product to supervise its marketing and brand development.

-- Local F&B importers, who import products and then market them in supermarkets and/or HRI establishments. There are a few of these who have been in the market for several years and have well-established brands. They mainly specialize in gourmet foods. Although there are a few independent importers left, it is a channel which retailers will use more than in the past.

-- Local processors (mainly subsidiaries of multinational companies) such as Nestle, Kraft, Pillsbury, Cadbury, Heinz, Mars, Danone, etc., who import and distribute products usually manufactured by their sister companies. Imports through this channel have dropped significantly with the economic crisis.

Trends in Promotional/Marketing Strategies and Tactics

As a result of the economic difficulties, promotional activities by the different countries and private sector have diminished considerably. However, this represents a good opportunity for those who are willing to invest in promotion, as the impact is much more effective. Furthermore, promotional costs in dollar terms have decreased significantly. A lot can be done with little.

Up until the devaluation, market promotion activities by foreign countries consisted mainly of trade missions, supermarket in-store promotions, menu promotions, buying missions, and trade shows. European countries were very active through government programs and neighboring countries were also very active but through the private companies.

Trends in Tourism and Internet Sales

➢ According to an article published by *Mercado* magazine, over US$3 billion were invested in the Argentine hotel sector during 1991-2001, especially by international chains such as Best Western, Caesar Park, Sheraton, Accor, Radisson, Four Seasons, Days Inn, NH, among others. This sector, especially five-star hotels, has benefitted by devaluation which made it more competitive for international tourism, primarily from Latin American countries. Private sources estimated that, in 2003, $235 million were invested in the hotel and restaurant sector. These were both local and foreign investments.

➢ Devaluation and a five-year long recession have made more affluent Argentines spend their vacations in-country instead of traveling abroad. Foreign tourism, primarily from Germany, Japan, and the U.S., decreased in 2003 due to increasing crime in Argentina. Instead, tourism from Bolivia, Peru, and Uruguay increased, but these tourists spend fewer dollars and their stays are shorter. During the first nine months of 2003, the number of visitors who entered Argentina increased by 15 percent compared with the same period in 2002.

➢ Another significant indicator, which had a negative impact on tourism, was the fact that several international airline companies (American Airlines, Lan Chile, Mexicana, Air Canada, British Airways, Lufthansa, Qantas Airways, United Airlines, among others) stopped operating, or reduced flight frequency, in 2002. As of December 2003, this is expected to change since most of the above firms showed renewed interest in the Argentine tourism market and are incorporating new destinations to their routes. Reasons for this change in strategy are attractive exchange rate for international tourists and some indication of economic growth.

- The GOA considers tourism as one of the key industries to develop and is making efforts to enhance Argentina's image abroad. During 2001, the GOA assigned professionals to several Argentine embassies to promote international tourism.

- A few retail chains provide Internet and phone sales service. However, sales of foods through the web are currently not very popular. This is expected to change in the near future as the number of Internet users has been growing annually by 15 percent during the last couple of years (currently, 10 percent of the total population, i.e. around 4 million people, has contracted Internet services).

For additional information on this section, please refer to our Retail Food Sector report (AGR# AR1073), which you can find in the agricultural country report section of the FAS Homepage: www.fas.usda.gov

SECTION IV. BEST HIGH-VALUE PRODUCT PROSPECTS

Under the new economic situation, which combines a strong dollar (vis-à-vis the peso) and diminished purchasing power, best prospects are limited mainly to commodity-type products and food ingredients. All these are products that are not produced locally or its production is not enough to supply the entire domestic demand.

I) Imported F&B goods considered "commodities" (products whose domestic production is not sufficient to satisfy local demand. These basically compete based on price):

* Palm hearts
* Canned pineapple
* Canned tuna
* Canned tomato
* Pepper
* Coffee
* Bananas
* Kiwi

II) Food Ingredients

* Pork, frozen
* Poultry, frozen
* Soup preparations
* Liquorice extract
* Dairy ingredients
* Raw nuts
* Cocoa paste/butter/powder
* Coffee-based preparations
* Beverage preparations
* Hop extract
* Starch

There are also some high-value food products which have demand, especially products of very well-known international brands:

* Chewing gum
* Candy
* Bonbons
* Snacks
* Cookies
* Sauces
* Energy drinks
* Alcoholic beverages
* Pet food

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

Government Regulatory Agencies

Servicio Nacional de Sanidad y Calidad Agroalimentaria (SENASA)
Avda. Paseo Colón 367, piso 5
1063 Buenos Aires, Argentina
Tel: (54-11) 4331-6041/6049
Fax: (54-11) 4331-6041/6049 (ext.1028)
www.sagpya.mecon.gov.ar

Instituto Nacional de Alimentos (INAL)
Estados Unidos 25
1101 Buenos Aires, Argentina
Tel: (54-11) 4342-5674; 4340-0800 (ext. 3538)
Fax: (54-11) 4340-0800 (ext. 3514)
Website: www.anmat.gov.ar

Instituto Nacional de Vitivinicultura (INV)
San Martín 430
5500 Mendoza, Argentina
Tel: (54-261) 521-6600
Fax: (54-261) 521-6606
E-mail: dirnac@inv.gov.ar
www.sagpya.mecon.gov.ar

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APPENDIX I. STATISTICS

A. KEY TRADE & DEMOGRAPHIC INFORMATION

Agricultural Imports from All Countries ($Mil) / U.S. Market Share (%) 2003	$650 /8.2%
Consumer Food Imports From All Countries ($Mil) / U.S. Market Share (%) 2003	$400/4%
Edible Fishery Imports From All Countries ($Mil) / U.S. Market Share (%) 2003	$8 /1%
Total Population (Millions)/Annual Growth Rate (%) 2003	37 /1.0
Urban Population (Millions)/Annual Growth Rate (%)	32.6 / NA
Number of Major Metropolitan Areas	4
Size of the Middle Class (Millions)/Growth Rate (%)	12 / NA
Per Capita Gross Domestic Product (U.S. Dollars) 2003	$3,170
Unemployment Rate (%) 2003	16.3%
Per Capita Food Expenditures (U.S. Dollars) 2003	$430
Percent of Female Population Employed 2003	13.0%
Exchange Rate (US$1 = 1 Argentine Peso)	US$1 = 2.9 Arg. Peso

Table B. Consumer Food & Edible Fishery Product Imports

Argentina Imports (In Millions of Dollars)	Imports from the World			Imports from the U.S.			U.S Market Share		
	1999	2000	2001	1999	2000	2001	1999	2000	2001
CONSUMER-ORIENTED AGRICULTURAL TOTAL	874	831	859	82	67	62	9	8	7
Snack Foods (Excl. Nuts)	75	62	78	2	2	2	3	3	2
Breakfast Cereals & Pancake Mix	10	9	10	3	2	3	25	25	29
Red Meats, Fresh/Chilled/Frozen	88	86	85	4	4	4	5	5	4
Red Meats, Prepared/Preserved	57	52	37	1	1	1	2	1	1
Poultry Meat	53	38	26	1	1	1	0	0	0
Dairy Products (Excl. Cheese)	19	20	31	3	2	2	16	11	6
Cheese	24	21	17	4	2	1	16	7	4
Eggs & Products	5	6	8	1	1	1	9	7	5
Fresh Fruit	124	112	128	1	1	1	0	0	0
Fresh Vegetables	26	18	18	1	1	1	5	4	3
Processed Fruit & Vegetables	126	112	105	13	7	6	10	7	6
Fruit & Vegetable Juices	18	20	14	1	1	1	4	3	2
Tree Nuts	18	17	14	3	1	1	14	8	8
Wine & Beer	42	27	19	2	2	1	5	8	5
Nursery Products & Cut Flowers	18	12	12	1	1	1	4	3	3
Pet Foods (Dog & Cat Food)	21	18	18	12	12	10	57	63	59
Other Consumer-Oriented Products	149	203	239	31	30	30	21	15	13
FISH & SEAFOOD PRODUCTS	88	79	76	1	1	1	1	1	1
Salmon	7	7	6	1	1	0	0	0	0
Surimi	1	1	1	0	1	0	0	17	0
Crustaceans	13	11	7	1	1	0	0	0	0
Groundfish & Flatfish	2	3	3	1	0	0	0	0	0
Molluscs	6	9	8	1	1	1	2	1	0
Other Fishery Products	59	49	52	1	1	1	1	1	1
AGRICULTURAL PRODUCTS TOTAL	1,376	1,266	1,250	178	141	127	13	11	10
AGRICULTURAL, FISH & FORESTRY TOTAL	1,609	1,461	1,418	185	148	133	12	10	9

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

CONSUMER-ORIENTED AGRICULTURAL
Argentina - Top 15 Ranking

	Import 1999 Value 1000$	Import 2000 Value 1000$	Import 2001 Value 1000$
Brazil	270334	325023	380236
Chile	125002	106541	96403
Ecuador	83869	73296	96338
United States	81809	66883	61945
Uruguay	50503	42929	42225
Spain	43200	40635	24394
Italy	30100	24072	23120
France	29865	25295	20667
Denmark	18619	12195	10197
Mexico	9845	8110	9317
Areas NES	9833	5699	9099
Germany	14218	11945	8765
Netherlands	14411	10770	8739
Thailand	9134	7015	6110
Indonesia	7034	6338	4680
Other	76610	64488	56977
World	874448	831268	859242

FISH & SEAFOOD PRODUCTS

	Import 1999 Value 1000$	Import 2000 Value 1000$	Import 2001 Value 1000$
Chile	20491	20924	19087
Ecuador	14807	15167	16424
Thailand	22910	14237	13873
Brazil	11634	10268	10051
Spain	6444	5499	5731
Areas NES	157	4360	3969
Peru	1875	1845	1651
Norway	1934	1873	1300
Uruguay	2484	1713	1255
Korea, Republic	181	245	687
United States	494	653	498
Venezuela	305	191	327
Germany	645	563	295
Philippines	26	10	229
Cuba	216	219	219
Other	3529	1402	720
World	88130	79168	76323

Source: United Nations Statistics Division